

Don't push panic button just yet

Recently, Toronto Star columnist Warren Potter highlighted some interesting quotes from a Reader's Digest article which addressed concerns of Canadian homeowners.

The article, written by Courtney Tower, explained that, "millions of angry Canadians find themselves trapped in a nightmare brought on by sky-high housing prices, unprecedented mortgage rates and a mounting shortage of rental accommodation."

Potter reminded us, the article actually appeared in the November, 1981 Reader's Digest!

Nine years later, plenty of homeowner fingers are poised on the panic button. But, before you push it, consider all the facts:

For example, compared with 1981, today's interest rates are a bargain. Where it took 6-12 months to sell a house in '81, today's average selling time is four or five months.

The fact is, real estate has always operated in cycles. For anyone looking to buy a home as a long-term investment there is never a wrong time to purchase.

Did you know over the next five years, Halton Region bureaucrats predict Halton will grow by about 18,000 residents?

Property Lines

with ANELL FRANCIS

Another tidbit of advice from columnist Warren Potter: Many experts will tell you the ideal ownership cycle for any property is seven years.

Board member and past president, Malcolm McGillivray, back from an international real estate conference in Mexico, reports "Ontario's real estate industry compares very favourably to other systems." Says Malcolm, "we're better organized and more tightly regulated and clearly, our emphasis on professional ethics is a model for other countries." By the

way, a "sales slowdown" was a common trend voiced by the 2,000-plus delegates from around the world.

There have been plenty of articles published that feature ideas for gaining a selling edge in tougher times. We've all heard about the benefits of cleaning carpets, fresh paint, emptying closets and a myriad of other "touch-ups".

But, most importantly, don't overlook the personal touches you can add to give your home more warmth. Area real estate representatives are an experienced

source of information and ideas. Remember, they see houses every day so they know what appeals to prospects (and what turns them off).

Hats off to Mark Mallalieu, First Vice President of the Board, and his dedicated Long Range Planning Committee of 11 real estate representatives. For several months they've been tackling the thorny

issue of "what the future holds" for Oakville/Milton and District Real Estate.

Expanding our computerized MLS capacity, ethics, community service and boundaries make up some of the tough topics Mark and his team are addressing.

Anell Francis is President of The Oakville, Milton and District Real Estate Board.

CHRISTMAS IN THE COUNTRY...



Convenient ten acre property minutes to 401 in Milton and a lovely large 4 bedroom 2 storey. Features of this beautifully decorated home include oak staircase, plush broadloom, ensuite off master, renovated 4 pc. bath, 2 more washrooms on main floor, family room, laundry, fireplace, elegant formal dining room, large living room with sliders to covered patio, spacious country kitchen, new wood deck across back, oversized 2 car garage with drive-out basement. Great value now only \$359,900. Try an offer with DORA MACKINNON, Assoc. Broker, Countrywide All-Pro Realty Inc., 873-3377 Res. (416) 877-1430. CW90-170



MARY GOEBEL SALES REP.

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Caledon 451-7802, Rockwood 455-2110



"DON'T JUDGE A BOOK BY ITS COVER!"

Just step inside and see the renovations. The basement is beautifully finished with in-law possibilities. Upstairs has 3/4" hardwood, French doors & tasteful decorating. Roof, windows & furnace have all been replaced. E0773



"A RARITY!"

A treed lot right in the centre of "old Georgetown" for only \$75,000. Purchaser to pay severance cpst. E0667

RE/MAX Miltowne Realty Corp.

Tor. Line: 858-1060
Res.: 854-9833
Pager: 828-1030

878-2365

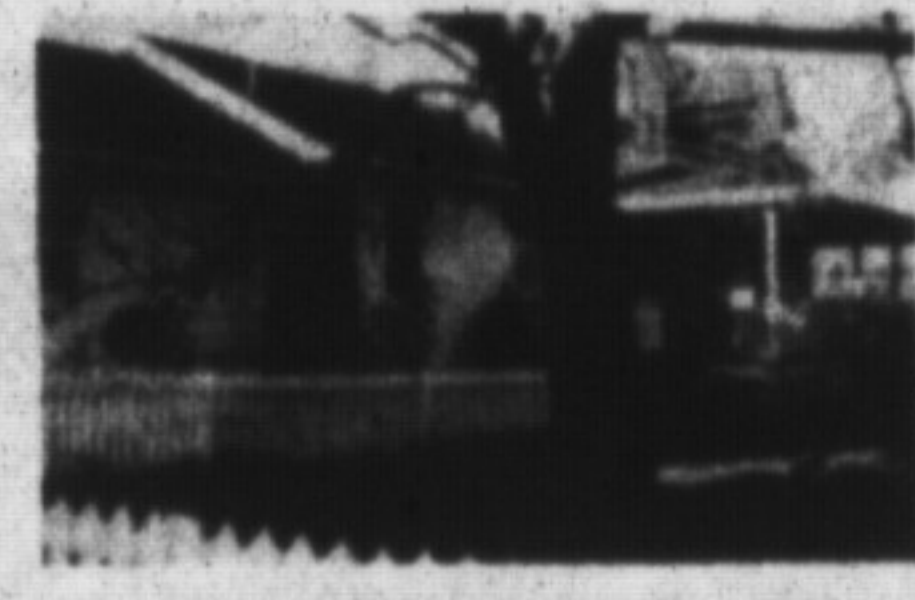


Anne Taylor, Associate Broker
Town & Country



VILLAGE HOME AND WORKSHOP \$199,900

Charming character home zoned Village Hamlet with floor plan adaptable to home profession. Good original barn would make great workshop. Large sunny lot for the gardener.



RAMBLING CENTURY FARMHOUSE \$325,000.

Five bedrooms, offices with separate entrance, large country kitchen overlooking hot tub. Good century barn with stalls and paddocks, all on 7.9 acres just minutes to the 401.



NATURALIST'S PARADISE \$339,000.

A million dollar view over natural wooded ravine to private wildlife lake. Plus beautifully upgraded bi-level bungalow with many extras yet with convenience of a village setting.



THE OLD MANSE \$349,000.

Lovingly restored by present long-term owners retaining the authentic Victorian detail. Panelled entrance hall with stained glass windows, 9 ft. ceilings, gumwood trim, main floor den and family room, third storey potential for studio or hideaway. Highway exposure for home office.



BROOKVILLE BI-LEVEL BUNGALOW \$359,000.

2300 sq. ft. lovely open floor plan plus same again on the unfinished lower level with walk-out to 2 acre lot with pond and woods. Just needs the finishing touches.



CONTEMPORARY ON 13 ACRES — \$389,000.

Cathedral ceilings, double fronted fireplace, separate dining room, panoramic views over private estate with two ponds, over 3000 trees, triple garage, horse facility with paddocks. If you want privacy, don't miss this one.



17.75 YEARS AS A LEADER IN THE FIELD

MOFFAT STONE FARMHOUSE \$529,000.

Long tree-lined driveway sets the atmosphere for this well-loved farmhouse just south of Moffat. 11.5 acres of woods with open land ideal for pasture. Close to 401 and vendor may assist with financing.

FURLONG COLLINS GUNDING

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BANKS	VARIABLE RATE	6 MONTHS	1 YEAR	2 YEARS	3 YEARS	4 YEARS	5 YEARS
Cdn Imperial	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%
Bank of Montreal	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%
Laurentian Bank	n/a	13 1/2%	14 0%	13 1/2%	13 1/2%	13 1/2%	13 1/2%
National Bank	n/a	14 0%	14 1/2%	13 1/2%	13 1/2%	13 40	13 40
Bank of N. S.	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%
Royal Bank	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%
Toronto-Dominion	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%
TRUST COMPANIES							
Cabot Tr.	n/a	14 0%	14 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%
Canada Trust	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%
Central Guaranty Trust	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%
Co-operative Trust	n/a	13 1/2%	13 1/2%	13 1/2%	14 0%	13 1/2%	13 1/2%
General Trust	n/a	14 1/2%	14 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%
Guardian Trust	n/a	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%	12 1/2%
Household Trust	n/a	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%
Montreal Trust	n/a	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%
National Trust	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%
Premier Trust	n/a	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%
Renoir Trust	n/a	13 1/2%	13 1/2%	14 0%	13 1/2%	13 1/2%	13 1/2%
Royal Trust	n/a	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%
Standard Trust	n/a	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%
Cuna Credit Union	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%	13 1/2%
Jet Power Credit Union	n/a	13 1/2%	13 1/2%	T.O.R.	R.O.R.	R.O.R.	R.O.R.

NOTES: ** Interest rate charged subject to adjustment during term of mortgage. Please consult institutions for term of years available.
R.O.R. - Rates on request
op - Open
--- Not quoting

RATES TAKEN:

OCTOBER 12, 1990

Fiscal agents specialize in trust and loan investments, and also supplies free consumer information on these investments. Phone: 844-7700.

Real Estate

CHRISTIE & WOODS REAL ESTATE LTD.

189 Main Street, Milton

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Well Located! Well Built! Well Kept! Centre hall plan, inviting living room with bay window, dining room-overlooking park, fireplaced family room with sliding glass doors leading to patio, 3 large bedrooms plus master bedroom with ensuite. Reasonably priced, may we tell you more, our pleasure to show you. For a personal tour, call Tim Nevins 878-2095.



WANT A BRAND NEW HOME? COME SEE! COME SIGH!

Quality construction throughout, just add your own personal decorating touches to this 4 bedroom, 2 storey home, close to beautiful escarpment & ski area, also close to town & on town water. Extras include oak trim throughout, ceramic floors in entrance & kitchen, beautiful fireplace in family room. For more details & vendor take back mortgage at a very reasonable rate, call Yvonne Christie 878-2095.

BUILDING LOT IN TOWN

Close to Mall, Levies paid, Services Available. Call Yvonne Christie or Tim Nevins.

FOR RENT — COMMERCIAL

1,050 sq. ft. Main Street, store front location. Asking \$500. per month. Call Yvonne Christie

Yvonne Christie Broker Owner 878-2095

Tim Nevins * 875-1263
Allan Christie * 878-2095

Cameron Gall * 876-2856
Sales Rep.